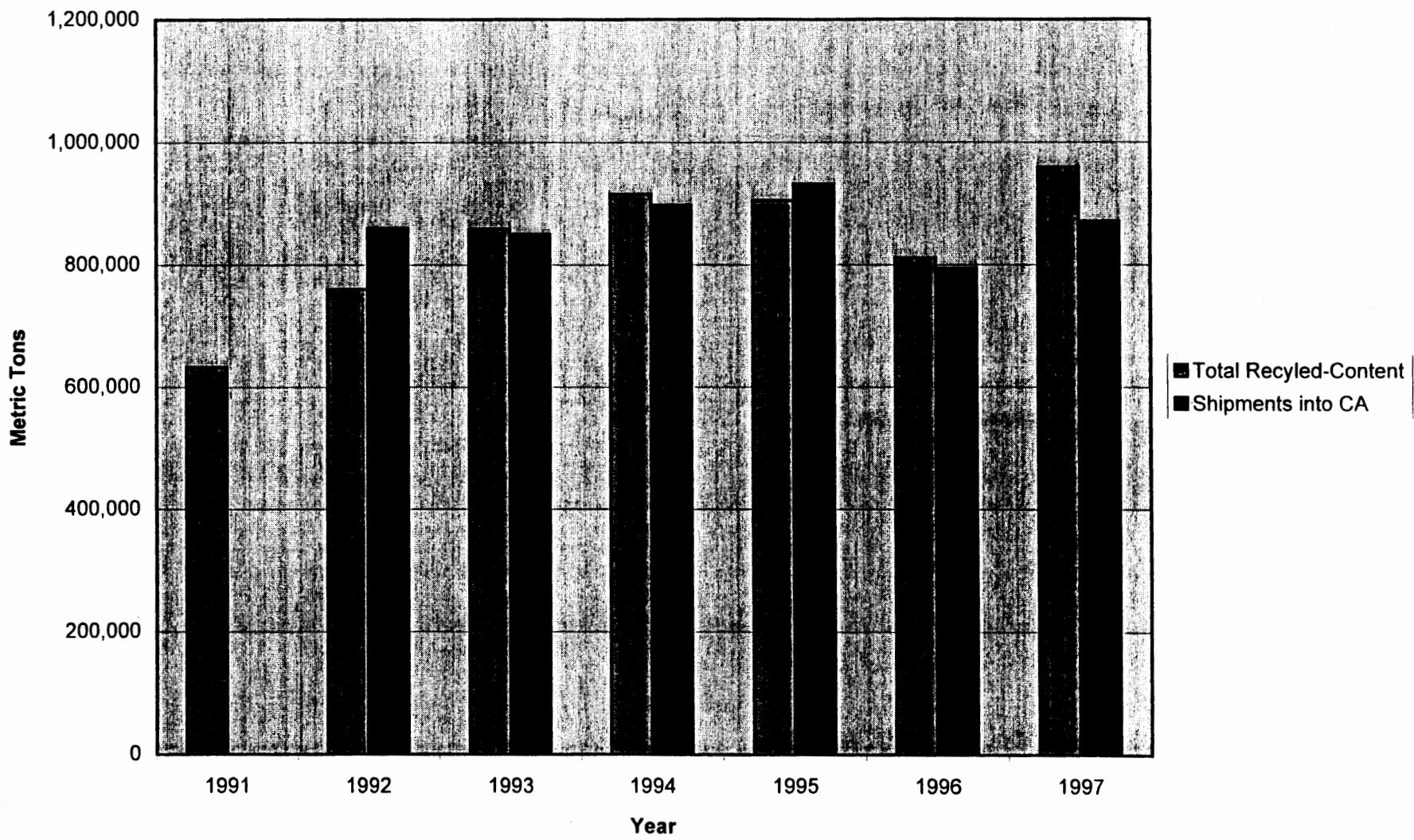
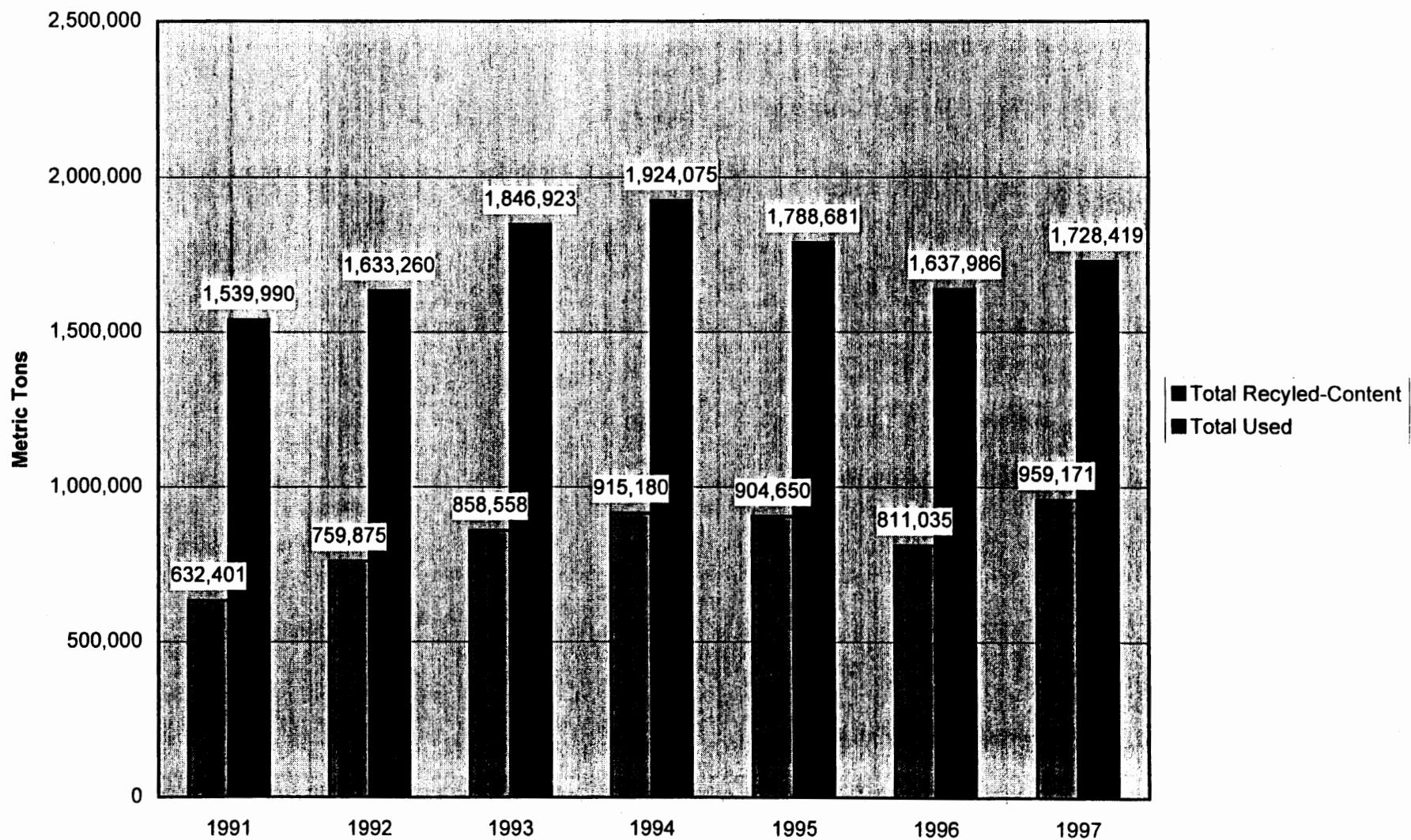


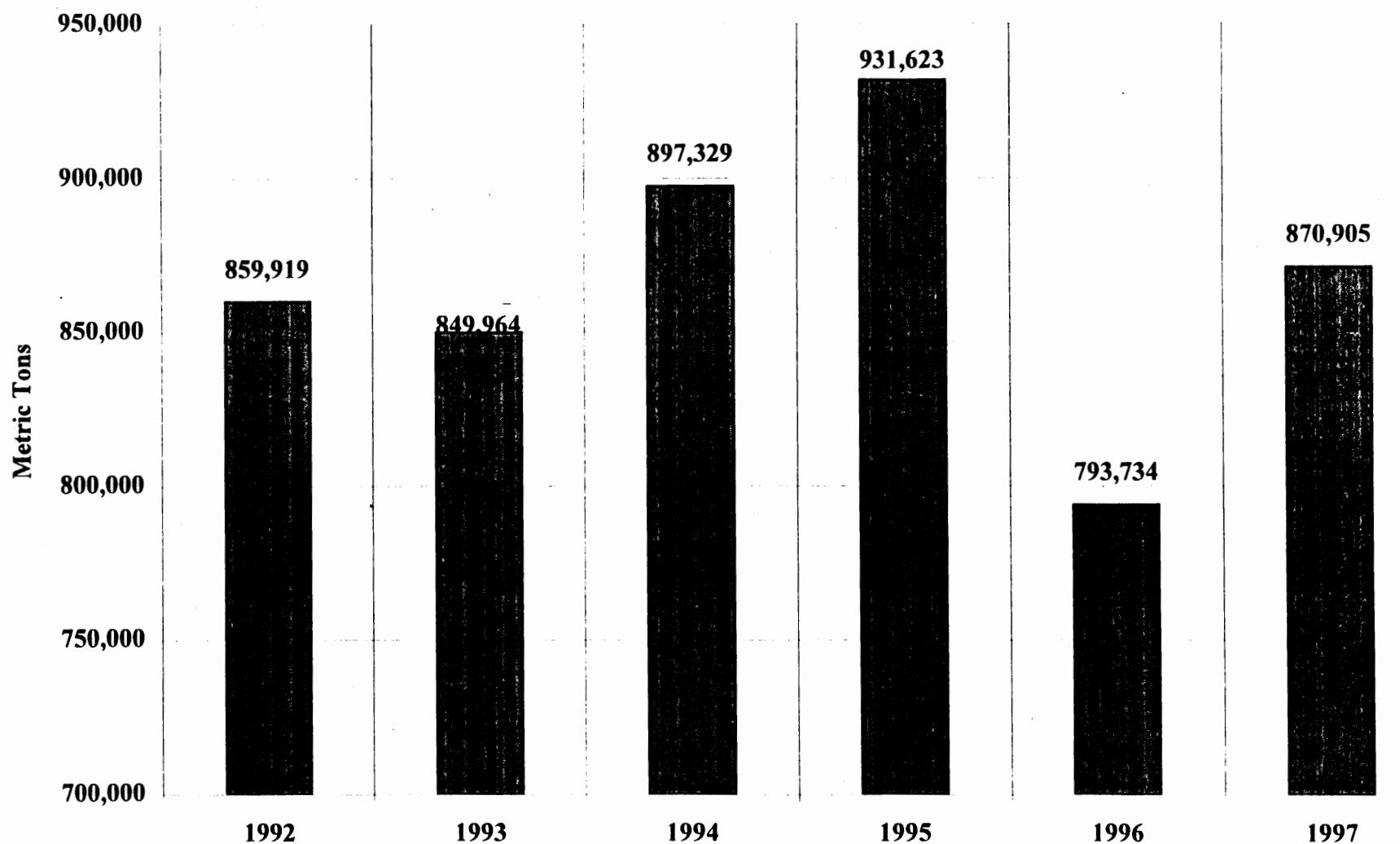
### Newsprint Consumption vs. Shipments into California



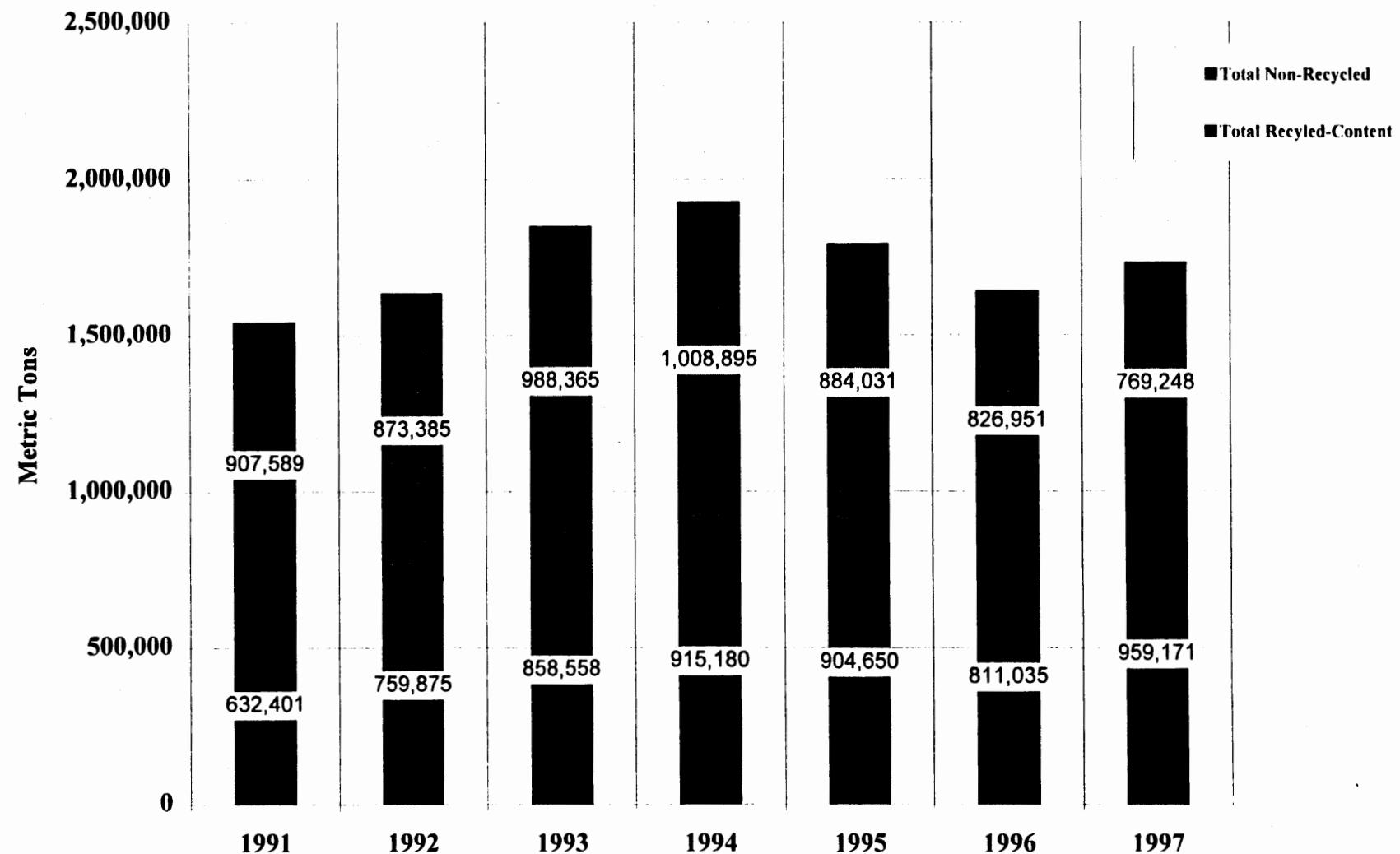
### Total Newprint Consumption and Recycled-Content Consumption



### **Shipments of Recycled-Content Newsprint to California Consumers**

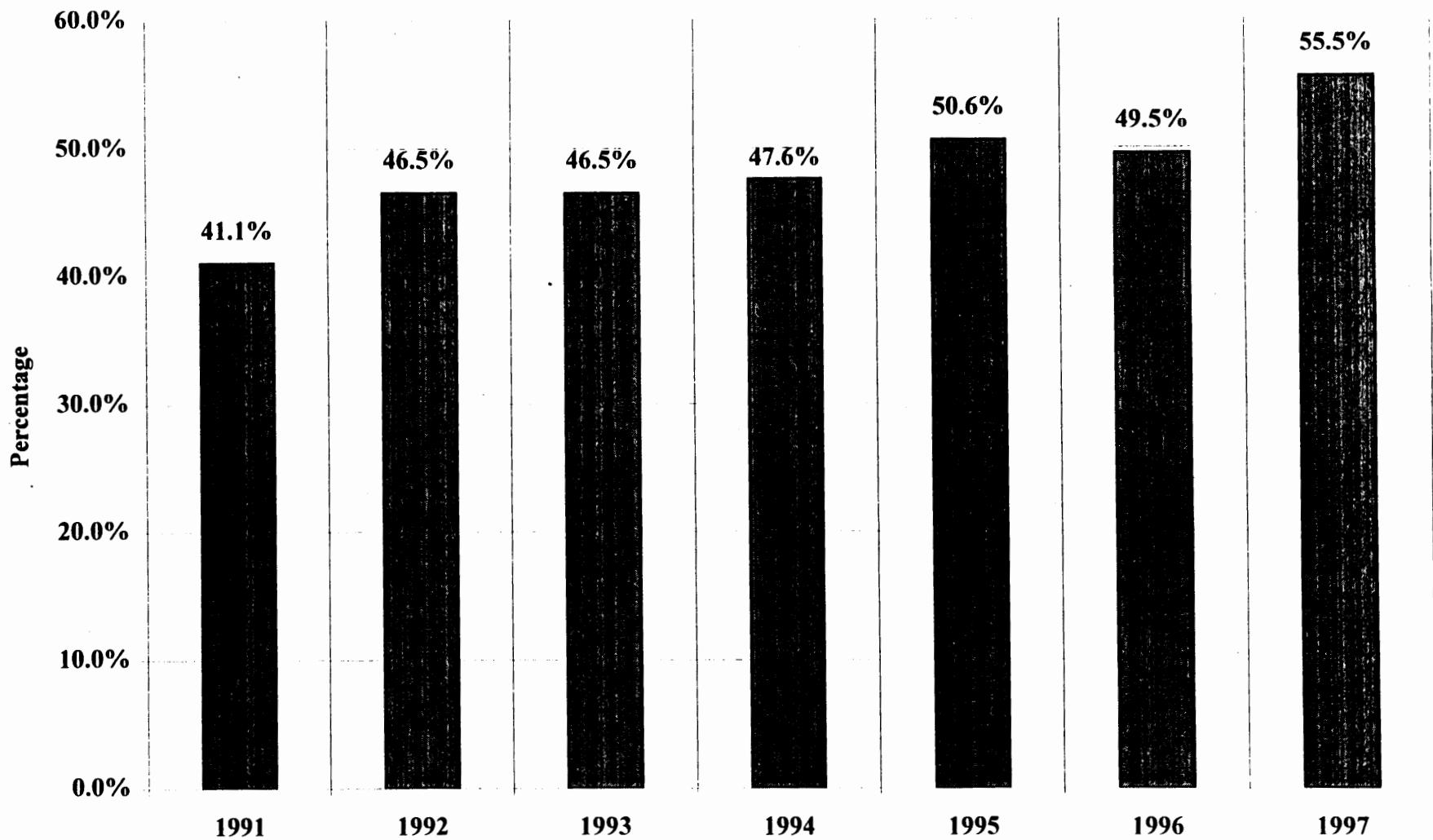


### Total Newsprint Consumption and Recycled-Content Consumption Combined

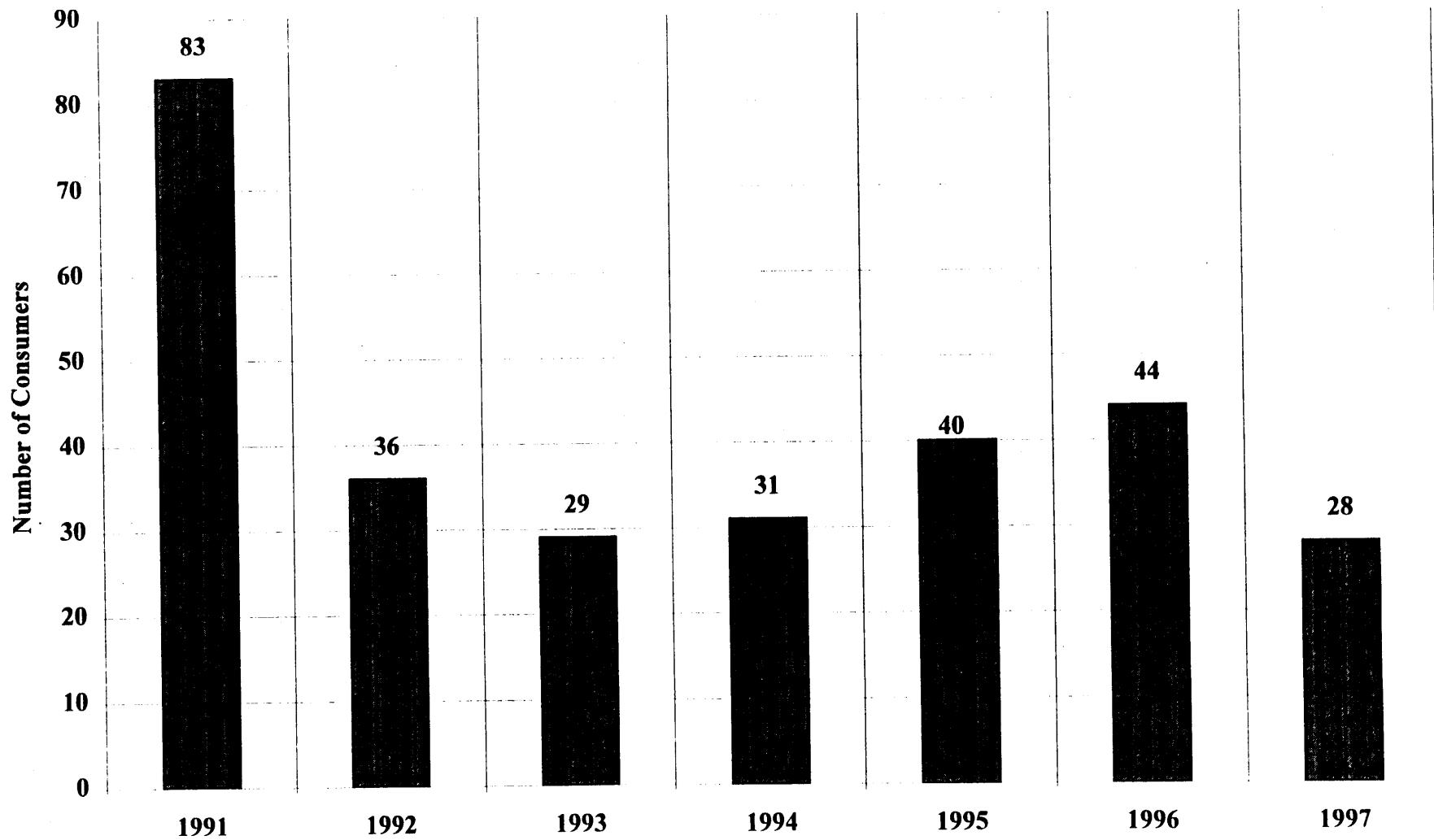


b1  
b4

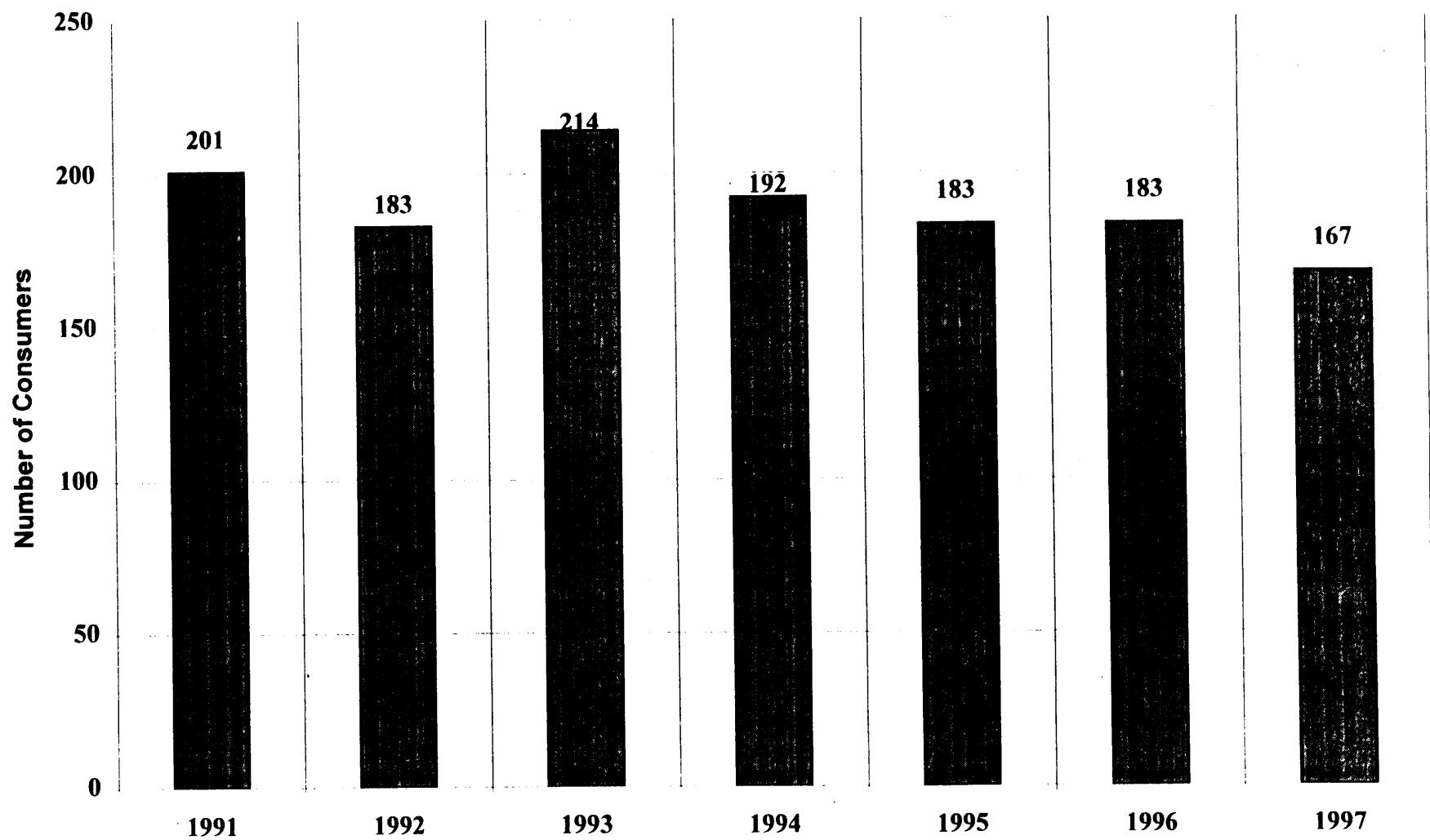
### **Percentage of Total Recycled-Content Use by Newsprint Consumers**



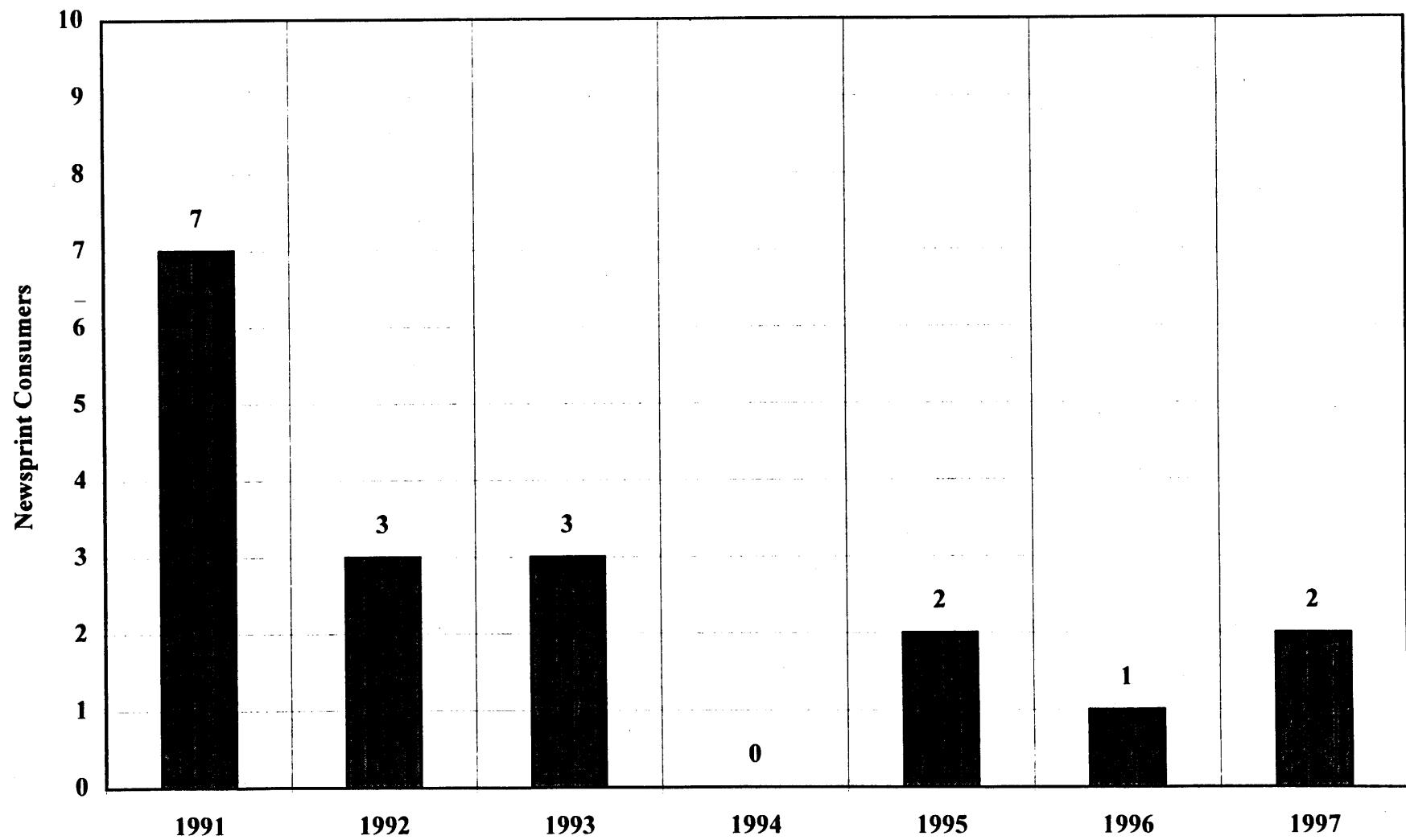
### Total Number of Newsprint Consumers with Exemption Claims



### Total Number of Newsprint Consumers Certified with the Newsprint Certification Program



### **Newsprint Consumers Without Valid Exemption Claims**



**# of consumers without exemptions**

|      |   |
|------|---|
| 1991 | 7 |
| 1992 | 3 |
| 1993 | 3 |
| 1994 | 0 |
| 1995 | 2 |
| 1996 | 1 |
| 1997 | 2 |

**# of Consumers in program**

|      |     |
|------|-----|
| 1991 | 201 |
| 1992 | 183 |
| 1993 | 214 |
| 1994 | 192 |
| 1995 | 183 |
| 1996 | 183 |
| 1997 | 167 |

**Shipments into CA**

|      |         |
|------|---------|
| 1991 | 0       |
| 1992 | 859,919 |
| 1993 | 849,964 |
| 1994 | 897,329 |
| 1995 | 931,623 |
| 1996 | 793,734 |
| 1997 | 870,905 |

**# of exemption claims**

|      |    |
|------|----|
| 1991 | 83 |
| 1992 | 36 |
| 1993 | 29 |
| 1994 | 31 |
| 1995 | 40 |
| 1996 | 44 |
| 1997 | 28 |

**Compliance**

|      |     |
|------|-----|
| 1991 | 59% |
| 1992 | 80% |
| 1993 | 86% |
| 1994 | 83% |
| 1995 | 78% |
| 1996 | 75% |
| 1997 | 82% |

| <b>Newsprint Consumption</b> |                               |                          |                   |  |
|------------------------------|-------------------------------|--------------------------|-------------------|--|
| <b>Year</b>                  | <b>Total Recycled-Content</b> | <b>Total Non-Recycle</b> | <b>Total Used</b> |  |
| 1991                         | 632,401                       | 907,589                  | 1,539,990         |  |
| 1992                         | 759,875                       | 873,385                  | 1,633,260         |  |
| 1993                         | 858,558                       | 988,365                  | 1,846,923         |  |
| 1994                         | 915,180                       | 1,008,895                | 1,924,075         |  |
| 1995                         | 904,650                       | 884,031                  | 1,788,681         |  |
| 1996                         | 811,035                       | 826,951                  | 1,637,986         |  |
| 1997                         | 959,171                       | 769,248                  | 1,728,419         |  |

| <b>Total Percentage</b> |       |
|-------------------------|-------|
| 1991                    | 41.1% |
| 1992                    | 46.5% |
| 1993                    | 46.5% |
| 1994                    | 47.6% |
| 1995                    | 50.6% |
| 1996                    | 49.5% |
| 1997                    | 55.5% |